

## Message Text

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ACTION NEA-10

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R 130904Z JUL 76  
FM AMCONSUL BOMBAY  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6588  
AMEMBASSY NEW DELHI  
AMCONSUL CALCUTTA  
AMCONSUL MADRAS

UNCLAS BOMBAY 1794

E. O. 11652: N/A  
TAGS: BTIO, BTRA, IN  
SUBJ: INVESTMENT OPPORTUNITY - INDIAN FIRMSSEEKS TECHNICAL  
KNOW-HOW TO MANUFACTURE AIR POLLUTION CONTROL EQUIPMENT

REF: JUNE 30 LETTER FROM D.C. LANVILLE OED/OBOD/OPIOS TO  
G.C. MIRCHANDANI, BOMBAY

1. MR. G.C. MIRCHANDANI, EXECUTIVE DIRECTOR, VENTURA  
FABRICATIONS PVT. LTD., TULSI VIHAR, DR. ANNIE BESANT ROAD,  
WORLI NAKA, BOMBAY 400 018 (CABLE: VENTFAB; TELEX:011-3914)  
SCHEDULED TO BE IN US JULY 23 THROUGH SEPTEMBER 21. HE IS  
PARTICIPANT IN SEMINAR AT UNIVERSITY OF WISCONSIN, MADISON,  
WIS. JULY 24-31. THEREAFTER, HE PLANS TO BEGIN HIS BUSINESS  
TRIP.
2. VENTURA, MEDIUM SIZE MANUFACTURER OF AIR, DUST AND FUME  
CONTROL EQUIPMENT, IS SEEKING US TECHNICAL KNOW-HOW TO  
MANUFACTURE (A) INDUSTRIAL AXIAL BLOW FANS AND CENTRIFUGAL  
FANS ABOVE 100 H.P. CAPACITIES, (B) ELECTROSTATIC PRE-  
CIPITATORS, AND (C) AIR POLLUTION CONTROL DEVICES. WTDNR  
ON VENTURA UNDER PREPARATION. MIRCHANDANI HAS ALREADY  
WRITTEN TO A FEW US FIRMS FOR ITEM (A) BUT HAS HAD NO  
RESPONSE TILL NOW.

3. HE IS ALSO INTERESTED IN REPRESENTING AMERICAN PRODUCERS

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OF COMPLETE AIR POLLUTION CONTROL PLANTS AND SYSTEMS

REQUIRED BY FERTILIZER, CHEMICAL, MINING, POWER GENERATION AND OTHER POLLUTANT GENERATING INDUSTRIES. MIRCHANDANI FORESEES SUBSTANTIAL SALES PROSPECTS FOR SUCH EQUIPMENT IN INDIA.

4. ANOTHER BUSINESS INTEREST OF MIRCHANDANI RELATES TO POSSIBILITIES OF ESTABLISHING MANAGEMENT CONSULTANCY ORGANIZATION IN INDIA WITH US PARTICIPATION. WE ARE, HOWEVER, NOT CERTAIN OF THE NEED FOR, AND PROSPECTS OF SUCH AN ORGANIZATION IN CURRENT INDIAN CONTEXT. NEVERTHELESS, MIRCHANDANI BELIEVES THAT THERE IS SCOPE FOR CONSULTANTS SPECIALIZING IN "PROFIT AND PERFORMANCE GUARANTEE" OPERATIONS. HE HOPES TO CONVINCE CONCERNED INDIAN GOVERNMENT AGENCIES ON NEED FOR US PARTICIPATION IN THIS FIELD.

5. ACTION REQUESTED: DISSEMINATE VENTURA'S PROPOSALS AMONG APPROPRIATE AMERICAN FIRMS. PARTIES EVINCING INTEREST SHOULD CONTACT MIRCHANDANI CARE OF PROF. DALE D. MCCONKEY, MANAGEMENT INSTITUTE, UNIVERSITY OF WISCONSIN, MADISON, WISCONSIN 53706. WE HAVE ADVISED MIRCHANDANI TO KEEP IN TOUCH WITH MR. LINVILLE AT OIOS/OBOD/OED FOR BUSINESS LEADS. COMINV ISSUED TO VISITOR. WE WOULD APPRECIATE RECEIVING LISTING OF FIRMS SHOWING POTENTIAL INTEREST IN VENTURA PROPOSAL.  
COURTNEY

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